

1 DUANE M. GECK (State Bar No. 114823)
DONALD H. CRAM (State Bar No. 160004)
2 ANDREW S. ELLIOTT (State Bar No. 254757)
ase@severson.com
3 SEVERSON & WERSON
A Professional Corporation
4 One Embarcadero Center, Suite 2600
San Francisco, California 94111
5 Telephone: (415) 398-3344
Facsimile: (415) 956-0439
6

Attorneys for Defendants
7 ALLY FINANCIAL INC. and KEVIN WRATE

8 UNITED STATES DISTRICT COURT

9 NORTHERN DISTRICT OF CALIFORNIA — SAN FRANCISCO DIVISION
10

11 GROTH-HILL LAND COMPANY, LLC, a
California limited liability company; ROBIN
12 HILL, an individual a/k/a Robin Groth a/k/a
Robin Groth-Hill; JOSEPH HILL, an
13 individual; and CROWN CHEVROLET, a
California corporation,
14

Plaintiffs,
15

vs.
16

GENERAL MOTORS, LLC, a Delaware
17 limited liability company; ALLY
FINANCIAL INC., a Delaware corporation as
18 the successor-in-interest to GMAC Inc.,
GMAC Financial Services LLC, GMAC LLC
19 and General Motors Acceptance Corporation;
RANDY PARKER, an individual; JAMES
20 GENTRY, an individual; KEVIN WRATE, an
individual; INDER DOSANJH, an individual;
21 CALIFORNIA AUTOMOTIVE RETAILING
GROUP, INC., a Delaware Corporation; and
22 DOES 1 through 25, inclusive,

Defendants.
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Case No. C-13-01362 TEH

**REPLY IN SUPPORT OF MOTION
TO DISMISS FIRST AMENDED
COMPLAINT BY ALLY FINANCIAL
INC. AND KEVIN WRATE**

Date: May 20, 2013
Time: 10:00 a.m.
Courtroom: 2, 17th Floor
450 Golden Gate Avenue
San Francisco, CA 94102

Judge: Hon. Thelton E. Henderson

Action Removed: March 26, 2013

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Rest.2d Torts, § 46, com. d 10

1 Ally Financial Inc. (“Ally”) and Kevin Wrate (“Wrate”) (collectively the “Ally
2 Defendants”) submit this reply in support of their motion to dismiss Plaintiffs’ First Amended
3 Complaint (“FAC”) as it fails to state a claim upon which relief may be granted, respectfully
4 showing the Court as follows:

5 I. INTRODUCTION

6 The opposition to the motions to dismiss¹ filed by Groth-Hill Land Company, LLC, Robin
7 Hill, Joseph Hill (collectively, the “Groth Plaintiffs”) and Crown Chevrolet does little to explain
8 how they are able to move forward with legally defective claims.

9 The claims of Crown Chevrolet are time barred. It waited nearly four-and-a-half years to
10 file a complaint despite knowing that it had been injured, by who, and under what circumstances.
11 Given what Crown Chevrolet alleges it knew, its tolling arguments are meritless.

12 The Groth Plaintiffs’ claims are purely derivative of those of Groth Bros. Chevrolet
13 (“GBC”), the auto dealership that is currently in bankruptcy under Chapter 7 of the Bankruptcy
14 Code. But even if the Groth Plaintiffs had standing to assert GBC’s claims, the Groth Plaintiffs
15 released them no less than seven times over the course of a two year period in various forbearance
16 and workout agreements. In an attempt to side-step these numerous releases, the Groth Plaintiffs
17 seek equitable relief, declaring them “void.” These equitable arguments fail because GBC was
18 admittedly in default under its lending agreements with Ally, and the seven releases were given by
19 the Groth Plaintiffs in exchange for time and accommodations to cure GBC’s defaults and to
20 pursue alternative lenders. GBC and the Groth Plaintiffs clearly benefited from the
21 forbearance/workout agreements, and as such, they have waived these claims and are equitably
22 estopped from pursuing them against the Ally Defendants.

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26 ¹ In addition to the Ally Defendants’ motion, General Motors LLC (including individuals,
27 Randy Parker and James Gentry) and California Automotive Retailing Group (including Inder
28 Dosanjh) also filed motions to dismiss in which the Ally Defendants join.

II. CROWN CHEVROLET'S CLAIMS

A. Crown Chevrolet Has Not Adequately Alleged a Tolling Defense

Crown Chevrolet admits that the events giving rise to its claims all occurred outside of the applicable statute of limitations. However, Crown Chevrolet argues that it should be excused for waiting nearly four-and-a-half years to bring its claims under either equitable tolling or equitable estoppel grounds.² Neither excuse has merit.

1. Equitable Tolling

Equitable tolling applies in situations where, “despite all due diligence, the party invoking equitable tolling is unable to obtain vital information bearing on the existence of the claim.” *Socop–Gonzalez v. I.N.S.*, 272 F.3d 1176, 1193 (9th Cir. 2001) (internal quotation marks and alterations omitted). The party invoking tolling must show that his or her ignorance of the limitations period was caused by circumstances beyond the party’s control. *Id.* at p. 1193 (citations omitted).

The gist of each of Crown Chevrolet’s claims is that Ally and GM conspired to exert extreme financial pressure and force Crown Chevrolet to sell its dealership franchises to Dosanjh. Crown Chevrolet alleges that in 2008 it had “no reason to believe that [it] needed to investigate” potential claims. Opp. at p. 11. It seeks to toll the limitation period through late 2012 when its owner became aware of the Groth Plaintiffs’ lawsuit. In its opposition Crown Chevrolet implies that once it learned of GBC’s fate, it finally obtained the previously missing “vital information” on which to base its claims. This assertion is implausible and should be rejected by the Court.

According to its complaint, Crown Chevrolet *knew* that Ally was exerting substantial economic pressure, it *knew* that Ally was threatening to terminate the financing agreement, it *knew* that Ally was demanding curtailments payments even though Ally had access to sufficient

² Plaintiffs appear to conflate equitable tolling and equitable estoppel. See Opp. at p. 14. Tolling “focuses on the plaintiff’s excusable ignorance of the limitations period and on lack of prejudice to the defendant,” while estoppel “focuses on the actions of the defendant.” *Naton v. Bank of California*, 649 F.2d 691, 696 (9th Cir.1981).

1 funds in a cash collateral account, and it *knew* that Ally was demanding sales proceeds that did not
2 exist. See e.g., FAC, ¶79.

3 During the same time, Crown Chevrolet *knew* Old GM was telling it to sell its franchises,
4 it *knew* Old GM would accept a sale only to Dosanjh, it *knew* that Old GM rejected out-of-hand a
5 sale to a well-qualified and established dealer, it *knew* that Old GM guaranteed that Dosanjh had
6 sufficient funds, and it *knew* that Old GM required the sale to be structured in an unorthodox way.
7 See e.g., FAC, ¶80.

8 Ally and GM's actions ultimately resulted in Crown Chevrolet's injury, *i.e.*, being "forced
9 to sell its Cadillac and Chevy franchises to Dosanjh and/or CARG at less than fair market value."
10 Opp. at p. 11.

11 Crown Chevrolet's argument that it could not have discovered its injury until and unless it
12 learned of the alleged conspiracy is illogical. It sold its franchise rights for less than what it knew
13 to be fair market value at the alleged direction of Old GM and only after Ally allegedly exerted
14 extreme financial pressure and threatened to terminate its floorplan financing agreement. By
15 October, 2008, Crown Chevrolet plainly had knowledge of "vital information" sufficient to
16 determine that it had been injured, by who, and under what circumstances. Accordingly, it is not
17 entitled to the benefit of equitable tolling.

18 **2. Equitable Estoppel**

19 In order to toll the limitations period under a fraudulent concealment theory, a plaintiff
20 carries the burden of proving that (1) the defendant "affirmatively misled" him as to the *operative*
21 *facts* that gave rise to his claim, and (2) plaintiff "had neither actual nor constructive knowledge"
22 of these operative facts despite his diligence in trying to uncover them. *Thorman v. Am. Seafoods*
23 *Co.*, 421 F.3d 1090, 1094 (9th Cir. 2005); *Volk v. D.A. Davidson & Co.*, 816 F.2d 1406, 1415 (9th
24 Cir. 1987). As shown in its opposition, Crown Chevrolet can do neither.

25 The "operative facts" that give rise to Crown Chevrolet's claims—or at least the facts
26 which would, under the circumstances, lead Crown Chevrolet to investigate whether it had a
27 claim—are alleged to have been known to Crown Chevrolet by October, 2008. Crown Chevrolet
28 was clearly aware of the financial pressure imposed by Ally as well as the constant threats of

1 termination of financing. It knew Ally's curtailment demands were overreaching given its access
2 to the cash collateral account. And it knew Ally's demand that Crown Chevrolet turn over
3 \$1,750,000 from the franchise sale far exceeded the actual amount of sales proceeds. Crown
4 Chevrolet was also aware of the alleged bad acts taken by Old GM during the same time period.
5 According to its complaint and opposition, Crown Chevrolet knew that Old GM required Crown
6 Chevrolet to sell to Dosanjh, explicitly rejected a sale to another well-financed and established
7 dealer, and compelled Crown Chevrolet to structure the sale in an unorthodox way—all of which
8 resulted in a sale for less than Crown Chevrolet knew to be market value.

9 Rather than showing that Ally affirmatively concealed these operative facts, Crown
10 Chevrolet's allegations show that it knew by October 2008 that it had been injured, by who, and
11 under what circumstances. Accordingly, Crown Chevrolet cannot claim it had "neither actual nor
12 constructive knowledge" of the operative facts. *Hexcel Corp. v. Ineos Polymers, Inc.*, 681 F.3d
13 1055, 1060 (9th Cir. 2012) (citations omitted) (The plaintiff is deemed to have had constructive
14 knowledge if it had enough information to warrant an investigation which, if reasonably diligent,
15 would have led to the discovery of the fraud.).

16 **3. Crown Chevrolet's Tolling Arguments Are Subject to a Motion to Dismiss**

17 Ally acknowledges that "[b]ecause the applicability of the equitable tolling doctrine often
18 depends on matters outside the pleadings, it is not generally amenable to resolution on a Rule
19 12(b)(6) motion." *Supermail Cargo, Inc. v. United States*, 68 F.3d 1204, 1206 (9th Cir. 1995)
20 (citations omitted). When, however, a plaintiff does not allege any facts demonstrating that he or
21 she could not have discovered the alleged violations by exercising due diligence, dismissal may be
22 appropriate. See *Ervin v. County of Los Angeles*, 848 F.2d 1018, 1020 (9th Cir. 1988) (year and a
23 half wait to file second claim unreasonable and not in good faith) (Cert. denied).

24 Here, Crown Chevrolet's own allegations defeat its claims for equitable tolling and
25 equitable estoppel. Crown Chevrolet alleges it was fully aware of the "material facts" giving rise
26 to its claim by October, 2008. FAC, ¶¶79, 80. It knew when it was injured, by whom, and under
27 what circumstances. As alleged, it is implausible for Crown Chevrolet to argue to the contrary.

1 **B. Crown Chevrolet's Fraudulent Concealment Claim Fails Because There Is No Duty**
2 **to Disclose an Intent to Commit Intentional Torts**

3 Crown Chevrolet bases its fraudulent concealment claim on the theory that Ally actively
4 concealed a number of "material facts" supposedly within Ally's exclusive knowledge. As
5 authority for this point, Crown Chevrolet cites *LiMandri v. Judkins*, 52 Cal. App. 4th 326, 336
6 (1997) for the unremarkable position that there are "four circumstances in which nondisclosure or
7 concealment may constitute actionable fraud: (1) when the defendant is in a fiduciary relationship
8 with the plaintiff; (2) when the defendant had exclusive knowledge of material facts not known to
9 the plaintiff; (3) when the defendant actively conceals a material fact from the plaintiff; and (4)
10 when the defendant makes partial representations but also suppresses some material facts."

11 Crown Chevrolet conveniently ignores the rest of the *LiMandri* opinion which applies the
12 foregoing circumstances to situations where, like here, the plaintiff alleges the defendant
13 concealed its intent to commit fraud:

14 LiMandri's nondisclosure causes of action are further problematic in
15 that they essentially seek to hold Judkins liable for failing to disclose
16 his intention to wrongfully assert the superiority of Security's lien
17 rights. Since Judkins's wrongful assertion of superior lien rights on
18 behalf of Security is the basis for LiMandri's cause of action for
19 intentional interference with prospective economic advantage,
20 LiMandri's theory, in essence, is that Judkins owed him a duty to
21 disclose his intention to commit an intentional tort. ***Although***
22 ***"inferentially, everyone has a duty to refrain from committing***
23 ***intentionally tortious conduct against another"*** (*Cicone v. URS*
Corp. (1986) 183 Cal.App.3d 194, 201, 227 Cal.Rptr. 887), ***it does***
not follow that one who intends to commit a tort owes a duty to
disclose that intention to his or her intended victim. The general
duty is not to warn of the intent to commit wrongful acts, but to
refrain from committing them. We are aware of no authority
supporting the imposition of additional liability on an intentional
tortfeasor for failing to disclose his or her tortious intent before
committing a tort.

24 *LiMandri*, 52 Cal.App.4th at 338 (emphasis added).

25 Here, Crown Chevrolet alleges that Ally actively concealed four "material facts": (1) the
26 defendants illegally conspired to funnel business to Dosanjh and CARG, (2) Ally intended to force
27 Crown Chevrolet out of business through illegal means, (3) Ally's payment demands were for an
28 unlawful purpose, and (4) Ally's illicit conduct was intended to put Crown Chevrolet out of

1 business. Opp. at p. 7. But each of these so-called “material facts” represents an intentional tort.
2 Thus, as both *LiMandri* and *Bank of Am. Corp. v. Superior Ct.*, 198 Cal.App.4th 862, 873 (2011)
3 hold, Crown Chevrolet cannot impose liability on Ally for *concealing* the supposed “material
4 facts”.

5 **III. GROTH PLAINTIFFS’ CLAIMS**

6 **A. Dealership Default Precludes Argument That Forbearance/Workout Agreements Are 7 Void**

8 The crux of the Groth Plaintiffs’ argument is that seven forbearance and/or workout
9 agreements entered into by GBC over a two year period (between November, 2008 and
10 November, 2010) wherein GBC and the Groth Plaintiffs, as guarantors, released the Ally
11 Defendants, should be set aside as void as they: 1) were entered into under economic duress; 2)
12 were a product of fraudulent inducement; and 3) were a result of undue influence. Even assuming
13 the Groth Plaintiffs have standing to set aside these agreements (which they do not),³ they cannot
14 circumvent the fact that GBC was in default under its wholesale financing agreement with Ally at
15 the time these forbearance/workout agreements were entered into.⁴ FAC ¶¶ 47, 48, 53, 56, 59, 63
16 and 64. As *Price v. Wells Fargo Bank*, 213 Cal.App.3d 465 (1989) holds, the Ally Defendants
17 owed GBC or the Groth Plaintiffs no duty of moderation in the enforcement of its legal rights. *Id.*
18 at 479 (overruled on other grounds in *Riverisland Cold Storage, Inc. v. Fresno–Madera*
19 *Production Credit Association*, 55 Cal.4th 1169, 1182 (2013)).

20 It does not constitute duress or coercion to threaten to do that which a party has a legal
21 right to do – in this case terminate floorplan financing due to GBC’s default. *Marshall v.*
22

23 ³ The Ally Defendants join the GM Defendants’ motion to dismiss Groth Plaintiffs’ claims
24 based upon their lack of standing. As aptly argued in the GM Defendants’ motion to dismiss,
25 reply memorandum and supporting documents, these claims either belong to GBC and its
26 bankruptcy estate or derive from the injury to GBC for which they have a claim that may be
27 asserted in GBC’s bankruptcy.

28 ⁴ GBC had sold a substantial number of vehicles without repaying Ally the amounts it
advanced for GBC to acquire these vehicles, a default known in the industry as “sold out of trust”
or “SOT.”

1 *Packard-Bell Co.*, 106 Cal.App.2d 770, 774 (1951). There is no allegation of a “wrongful” act
2 taken on the part of the Ally Defendants in connection with these agreements.⁵ The “economic
3 duress” defense requires the pleader to allege facts that, if true, show that the party claiming duress
4 had no reasonable alternative to the agreement. The Groth Plaintiffs admit they “were under no
5 obligation to comply with [Ally’s] demand.” Opposition p. 17, Ins. 15-16. As such, the Groth
6 Plaintiffs cannot now claim the seven forbearance/workout agreements entered into over a course
7 of two years are now void based upon some economic duress, fraudulent inducement or undue
8 influence⁶ exerted by Ally upon the Groth Plaintiffs.

9 Further, as in *Price*, the Groth Plaintiffs do not deny that GBC was in default and never
10 disputed that the amounts claimed by Ally were in fact owed to it. *Id.* at pp. 472, 480–481. And
11 the alleged promise to “stop harassing GBC” and “not to terminate the dealership’s floorplan” was
12 not asserted as a basis for the five workout agreements dated May 18, 2010, August 2, 2010,
13 August 19, 2010, September 30, 2010 and November 1, 2010. FAC ¶¶ 64, 209, Exs. I, J, K, L and
14 M; *Price*, 213 Cal.App.3d at pp. 480–481. These workout agreements were entered into after Ally
15 sued GBC for breach of contract and for replevin of its collateral.

16 The fraudulent inducement claim also fails as to the forbearance agreements dated
17 November 4, 2008 (FAC, Ex. E) and February 13, 2009 (*Id.*, Ex. F) because the tortious acts that
18 supposedly breached the false promises are directly addressed and countenanced in the
19 forbearance agreements.⁷ In short, GBC’s actions and the Groth Plaintiffs’ allegations undermine
20 any claim of reliance on the alleged promises. *Jolley v. Chase Home Fin., LLC*, 213 Cal. App. 4th
21 872, 894 (2013). As such, these forbearance and workout agreements are not void, but in fact are

22 ⁵ *Rich & Whillock, Inc. v. Ashton Dev., Inc.*, 157 Cal.App.3d 1154, 1158-59 (1984)
23 (Economic duress requires a “wrongful” act)

24 ⁶ Further, to state a claim for rescission based on undue influence, a plaintiff must allege that
25 the party against whom rescission is sought took some advantage of the mental weakness or
26 incapacity of the other party. *Das v. Bank of Am., N.A.*, 186 Cal.App.4th 727, 743 (2010). The
27 Groth Plaintiffs do not allege mental weakness or legal incapacity.

28 ⁷ Ally’s actions of: 1) conducting a financial audit of GBC in December 2009; 2) conducting
inventory audits of GBC in January 2010; and 3) imposing curtailment charges on GBC in April
2010 (FAC, ¶142) were all authorized under the terms of the forbearance agreements.

1 valid and effective.

2 **B. The Groth Plaintiffs' Claims Have Been Released**

3 Under the terms of the seven forbearance/workout agreements entered into by GBC over
4 the course of a two year period between November, 2008 and November, 2010, the Groth
5 Plaintiffs agreed to release the Ally Defendants from all claims of every kind and nature, whether
6 known or unknown, arising out of or in any way relating to the lending agreements or the credit
7 relationships with Ally. FAC, ¶¶52, 55, 64, 208, 209, Exs. E, F, I, J, K, L and M. On April 19,
8 2010, Ally filed a complaint against GBS “because of the defaults by the Dealership under its
9 wholesale lending agreements with [Ally].” (FAC, Ex. I.) The Groth Plaintiffs’ claims arose out
10 of alleged misrepresentations made by Ally in October, 2008 and prior to June, 2009 – prior to
11 filing of the complaint. (FAC, ¶¶133, 135.) The five workout agreements were entered into after
12 the filing of the complaint.⁸ Even if the alleged misrepresentations were made, the Groth
13 Plaintiffs knew that they were false in December, 2009 (when Ally attempted to conduct a
14 financial audit), January, 2010 (when Ally conducted inventory audits), and in April, 2010 (when
15 Ally imposed curtailment charges). (Id., ¶142.) Further, any concealment or hidden intent was
16 revealed on April 19, 2010 when Ally filed a complaint for breach of contract and applied for a
17 writ of possession to repossess the vehicle collateral. The Groth Plaintiffs knowingly released
18 their claims based upon any alleged misrepresentation or concealment when they executed the
19 workout agreements dated May 18, 2010, August 2, 2010, August 19, 2010, September 30, 2010
20 and November 1, 2010.

21 **C. The Groth Plaintiffs Waived Its Claims and Are Estopped from Asserting Them**

22 As set forth above, the Groth Plaintiffs knew of Ally’s alleged fraudulent conduct and
23 nefarious intentions by the time Ally filed a complaint against GBC for breach of contract and
24 applied for a writ of possession to repossess the vehicle collateral. Yet GBC and the Groth
25 Plaintiffs chose to enter into five workout agreements over a seven month period thereafter. This

26 _____
27 ⁸ The five workout agreements are dated May 18, 2010, August 2, 2010, August 19, 2010,
28 September 30, 2010 and November 1, 2010 respectively. FAC ¶¶ 64, 209, Exs. I, J, K, L and M

1 conduct is completely at odds with any intention to sue for fraud. Further, GBC and the Groth
2 Plaintiffs gained substantial benefits from these agreements – namely, time and accommodations
3 to cure GBC’s default and pursue alternative lenders. Consequently, the Groth Plaintiffs have
4 waived their claims and are equitably estopped from pursuing these claims against the Ally
5 Defendant. *Oakland Raiders v. Oakland-Alameda Cnty. Coliseum, Inc.*, 144 Cal.App.4th 1175,
6 1185 - 1189 (2006).

7 **D. Emotional Distress Claim Should Be Dismissed**

8 Robin Hill’s claim for intentional infliction of emotional distress fails as a matter of law
9 because it has been released and because the alleged bad acts—assuming they are true—are not
10 outrageous. Moreover, the actions were not directed toward Robin Hill personally. Finally, Ms.
11 Hill’s claim is barred by the statute of limitations.

12 **1. Ms. Hill’s Claim Fails Has Been Released and Moreover Does Not Rise to the**
13 **Level of Outrageousness Required to Sustain Such a Claim**

14 Robin Hill’s claim for intentional infliction of emotional distress should be dismissed as
15 the claim has been released and the conduct the Ally Defendants allegedly engaged in is not
16 sufficiently outrageous to support the claim. Robin Hill, president of GBC, identifies seven
17 specific instances of alleged outrageous conduct by Ally and/or Wrate: 1) conspiring to shut down
18 GBC; 2) conspiring to defraud Robin Hill out of real property; 3) telling Robin Hill that Ally
19 would not terminate GBC’s floorplan and would stop harassing GBC when they had no intention
20 of doing so; 4) implementing undue financial pressure on GBC in late 2009 and early 2010; 5)
21 engaging in conversations with Inder Dosanjh about how Ally was going to apply financial
22 pressure upon GBC and put GBC out of business; 6) sending a letter to Robin Hill’s parents; and
23 7) telling Robin Hill that Ally would keep the floorplan in place through December 31, 2010 and
24 then later inform her that it was being terminated in mid-December, 2010. FAC, ¶188.

25 Whether conduct constitutes “outrageous conduct” is normally an issue of fact, but a court
26 may nonetheless make an initial determination of whether defendant’s conduct may reasonably be
27 regarded as so extreme and outrageous as to permit recovery on a motion to dismiss. *Trerice v.*
28 *Blue Cross of Cal.*, 209 Cal.App.3d 878, 883 (1989); *Arikat v. JP Morgan Chase & Co.*, 430 F.

1 Supp. 2d 1013, 1027 (N.D. Cal. 2006). First, Robin Hill’s claim has been released under the
2 terms of the seven forbearance and workout agreements entered into by GBC and Robin Hill over
3 a two year period (between November, 2008 and November, 2010). FAC, ¶¶52, 55, 64, 208, 209,
4 Exs. E, F, I, J, K, L and M. Second, the instances referenced above do not rise to the level of
5 outrageous conduct as a matter of law.⁹ Third, none of these instances of allegedly outrageous
6 conduct were made directly to Robin Hill.¹⁰

7 As set forth at length above, the actions taken by the Ally Defendants were consistent with
8 exercising its remedies upon GBC’s defaults and attempting to work through those defaults. This
9 conduct was not so outrageous in character, and so extreme in degree, as to go beyond all possible
10 bounds of decency, and to be regarded as atrocious, and utterly intolerable in a civilized
11 community. Further, this conduct was not directed toward Robin Hill personally.

12 **2. Ms. Hill’s Claim Is Barred by the Statute of Limitation**

13 The applicable statute of limitations is one year, not two. *Raynal v. Nat’l Audubon Soc.,*
14 *Inc.*, 2012 WL 5878386, *13 (N.D. Cal. 2012) (citing *Maynard v. City of San Jose*, 37 F.3d 1396,
15 1406 (9th Cir.1999); Code Civ. Proc. §340. Nonetheless, even if the limitation period is two

17 ⁹ Rest.2d Torts, § 46, com. d (“It has not been enough that the defendant has acted with an
18 intent which is tortious or even criminal, or that he has intended to inflict emotional distress, or
19 even that his conduct has been characterized by “malice,” or a degree of aggravation which would
20 entitle the plaintiff to punitive damages for another tort. Liability has been found only where the
21 conduct has been so outrageous in character, and so extreme in degree, as to go beyond all
22 possible bounds of decency, and to be regarded as atrocious, and utterly intolerable in a civilized
23 community. Generally, the case is one in which the recitation of the facts to an average member of
24 the community would arouse his resentment against the actor, and lead him to exclaim,
25 “Outrageous!”).

26 ¹⁰ The defendant's outrageous conduct must also be directed at the plaintiff or occur in the
27 presence of the plaintiff of whom defendant is aware. See *Sabow v. United States*, 93 F.3d 1445,
28 1454 (9th Cir.1996) (citing *Christensen v. Superior Court*, 54 Cal.3d 868, 903, 2 Cal.Rptr.2d 79,
820 P.2d 181 (1991)); see also *Smith v. Pust*, 19 Cal.App.4th 263, 274, 23 Cal.Rptr.2d 364 (1993)
(defendant's conduct was “accidental” and was in no way “directed” at plaintiff) (citing
Christensen, 54 Cal.3d at 903, 2 Cal.Rptr.2d 79, 820 P.2d 181); *Kruse v. Bank of America*, 202
Cal.App.3d 38, 67–68 & n. 21, 248 Cal.Rptr. 217 (1988) (“heartless and insensitive remarks” not
directly communicated to plaintiff “merit opprobrium [but] do not qualify as the kind of
‘outrageous’ conduct necessary to support an action for intentional infliction of emotional
distress”).

1 years, Ms. Hill's claims are still barred. Robin Hill identifies seven specific instances of alleged
2 outrageous conduct by Ally and/or Wrate. FAC, ¶188. The first six alleged acts all occurred on or
3 before April 15, 2010, which is more than two years before Ms. Hill filed the initial complaint on
4 October 25, 2012.

5 The seventh outrageous act—that although Ally supposedly agreed during the workout
6 period to allow GBC until December 31, 2010 to obtain an alternative lender, it nonetheless
7 informed Ms. Hill in “mid-December [that] it was shutting down its floorplan early”—is directly
8 at odds with the November 2010 Workout Agreement. Compare FAC, ¶69 with FAC, Ex. J.
9 Under the November 2010 Workout Agreement, Ally agreed to extend GBC’s termination date to
10 December 1, 2010. Further, the parties agreed that it would be the *last extension*. FAC, Ex. J at
11 §2 (“Ally and the Dealership agree that December 1, 2010 is the last and final date for payment of
12 the Dealership's obligation owed to Ally.”) The recitations of fact contained in the November
13 2010 Workout Agreement, made at the time of the events, are conclusive and Ms. Hill is estopped
14 to argue otherwise. *Darling Int’l, Inc. v. Baywood Partners, Inc.*, 2007 WL 2904034, *6 (N.D.
15 Cal. 2007); see also *Woods v. Google, Inc.*, 889 F.Supp.2d 1182, 1192 (N.D. Cal. 2012) (citing *In*
16 *re Gilead Scis. Sec. Litig.*, 536 F.3d 1049, 1055 (9th Cir.2008) (the Court need not accept as true
17 allegations that contradict matters that are either subject to judicial notice or attached as exhibits to
18 the complaint.).

19 IV. CONCLUSION

20 For the several reasons stated above, Ally respectfully requests that its motion to dismiss
21 be granted.

22 DATED: May 6, 2013

SEVERSON & WERSON
A Professional Corporation

24 By: /s/ Andrew S. Elliott
25 Andrew S. Elliott

26 Attorneys for Defendants
27 ALLY FINANCIAL INC. and KEVIN WRATE
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